

## GOED Board Meeting Minutes

July 13, 2017 • 10:00 a.m. – 12:00 p.m.  
Governor's Office of Economic Development  
60 East South Temple, Suite 300  
Salt Lake City, UT 84111

<b>Members Present:</b>	Mel Lavitt, Jerry Oldroyd, Carine Clark, Ted Wilson, Stefanie Bevans, Sue Johnson, Steve Neeleman, Bob Frankenberg, Annette Meier, Margo Jacobs, Peter Mouskondis
<b>Members Excused:</b>	Bevan Wilson, Brent Brown, Lorena Rizzo-Jenson, Christopher M. Conabee
<b>Staff:</b>	Lt. Governor Spencer Cox, Val Hale, Ben Hart, Thomas Wadsworth, Julia Barnhouse, Jill Flygare, Vicki Varela, Ginger Chinn, Cameron McGinn, Preston Burchett, Matthew Winterholler, Kimberlee Carlile, Hillary Bowler, Sara Adelman, Larry Shpherd, Emilee Cooke, Kelleigh Cole, Jeff Van Hulten, Anna Lehnardt, Briginia Pearce, Linda Gillmor, Michael O' Malley
<b>Visitors:</b>	Theresa A. Foxley, Jonathan Francom, David Baird, Marlin Eldred, Senator Howard Stephenson, Senator Jake Anderegg, Representative Cory Maloy, Kamie Dugui, Melisa Stark, Keith Morey, Lori Gee, Kathy Rothe

### Welcome

Jerry Oldroyd welcomed everyone to the July 13, 2017 GOED Board Meeting.

### Approval of the Minutes

**MOTION: Peter Mouskondis motioned to approve the June 8, 2017 minutes. Bob Frankenberg seconded the motion. The motion carried unanimously.**

### Oath of Office

Notary Public, Kathy Whitehead, administered the Oath of Office to incoming GOED Board Member, Ted Wilson.

### EDTIF – Adobe

#### **Project Highlights**

Timeline:	2018
Target Industry:	IT & Software
Proposed Location(s):	Utah County
Capital Investment:	90,000,000
Jobs:	1260
Average Wage:	\$120,000

#### **Company Overview**

Founded in 1982, Adobe Systems Incorporated is one of the largest and most diversified software companies in the world. Adobe Systems develops, markets, and supports computer software products and technology. Adobe products include Photoshop, Illustrator, Acrobat Reader, Adobe Analytics, Adobe Creative Cloud, and more. Their products run on personal and server-based computers, as well as on smartphones, tablets and other devices, depending on the product.

#### **Jobs & Revenue**

Full time job over project lifetime: **1260**  
The company will provide full time employees with comprehensive health and retirement benefits

New State Wages & Revenue:	
New State Wages over 20 years:	\$2,276,503,256
New State Revenue over 20 years:	\$85,837,527

#### **Local Incentive**

Lehi City is supportive of the project.

**Mel Lavitt motioned to approve Adobe Systems, Inc. for a \$25,751,258 EDTIF post-performance refundable tax credit which represents an amount equal to 30% of new state revenue for 20 years. Stefanie Bevans seconded the motion. The motion carried unanimously.**

- Total EDTIF incentive not to exceed \$25,751,258 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 30% of qualified new incremental state tax revenues generated and received in the previous calendar year.
- Total incentive not to exceed 30% & of qualified new incremental state tax revenues over 20 years with a contractual recapture provision for any excess funds paid to the company.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 20 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Company must demonstrate sufficient investment, capital or other financial resources to reasonably fulfill the projections included in the application.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.
- Disbursements under this incentive will only be claimed after the successful completion of the company's existing incentive.

Lieutenant Governor Spencer Cox referred back to 2009 when Adobe established operations in Utah. The national economy was struggling when Adobe made its decision to do business in the state. Utah is now the fastest growing state in the nation and has been recognized as the best economy in the nation for the past two years. Utah is on the map now because of the work done in the past. Adobe represents that Utah is a great place to do business not just once, but twice. Lieutenant Governor Cox thanked members of the Legislature and staff that has helped and continues to help develop the economy. Programs like the EDTIF that bring flagship companies like Adobe continue to benefit the State of Utah.

Jonathan Francom, Adobe VP of Global Workplace Solutions, thanked the State of Utah for their support. Jonathan is a native of Utah and is glad that he can continue to work in the State. He is excited to see the development of the Point of the Mountain and is currently serving on the planning committee. Jonathan is proud of what the State has done strategically and the vision of the post-performance EDTIF. As a citizen, Jonathan is comfortable with a company earning a tax incentive and is proud to show that Adobe has earned the EDTIF that they received seven years ago. The incentives that Adobe was approved for seven years ago were critical in moving operations to the State. Adobe has honored their commitment by hiring all of the employees that were projected in 2009 and paying 300% above the county average wage. Jonathan thanked Governor Herbert, Lt. Governor Cox, the GOED Board and staff, the Utah Legislature, and the City of Lehi for their support. He looks forward to continuing Adobe's relationship with the State and hopes to remain a good corporate citizen.

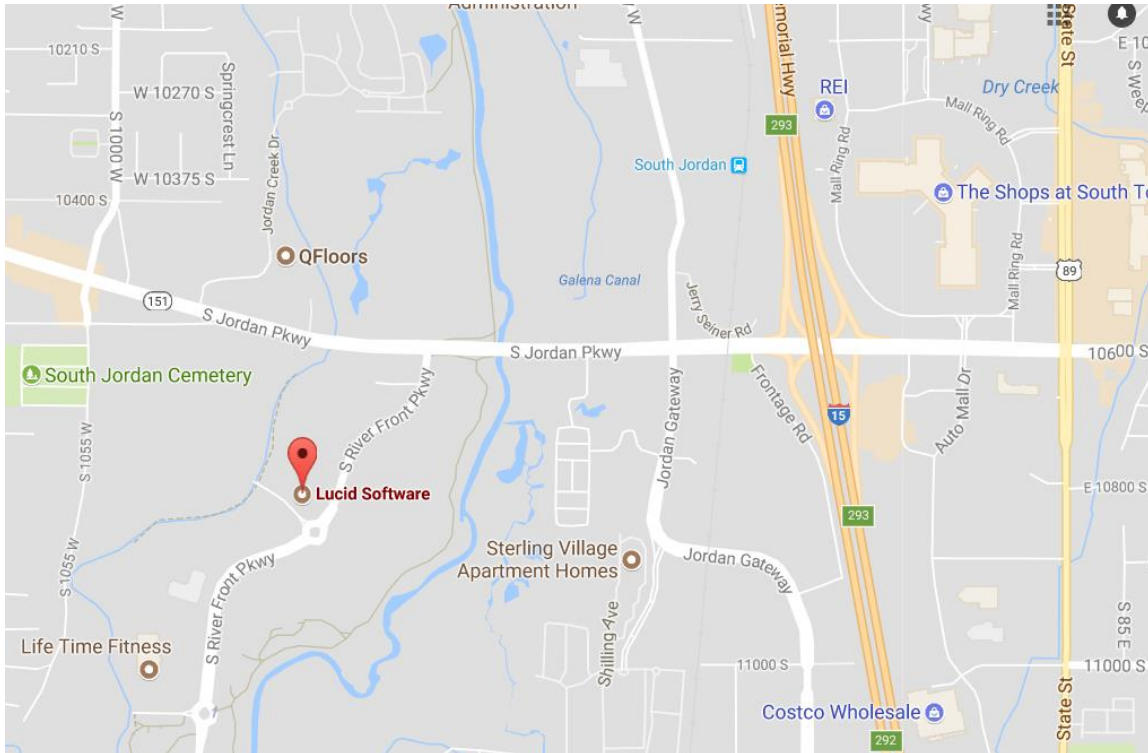
Senator Jake Anderegg has represented the district that Adobe is in for the past 5 years. His number one concern in addition to economic development is transportation. Senator Anderegg made the personal commitment to improve transportation not just for Adobe but for the entire area.

Senator Howard Stephenson expressed his concern about the skilled workforce in the State. Utah is not producing the type of employees that companies like Adobe need. Senator Stephenson made the commitment as a member of the Higher Ed Appropriations Taskforce to continue to make sure that Utah prepares students to enter into the workforce and to provide the employees that Adobe and similar companies need.

**ED ZONES****LUCID SOFTWARE**

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF LUCID SOFTWARE AT 10808 S RIVER FRONT PKWY #450, SOUTH JORDAN, UT 84095

**MOTION:** APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR SOUTH JORDAN IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF LUCID SOFTWARE AT 10808 S RIVER FRONT PKWY #450, SOUTH JORDAN, UT 84095



David L. Alvord, *Mayor*  
Patrick Harris, *Council Member*  
Bradley G. Marlor, *Council Member*  
Donald J. Shelton, *Council Member*  
Tamara Zander, *Council Member*  
Christopher J. Rogers, *Council Member*



PH: 801.446-HELP @SouthJordanUT

November 7, 2016

**Thomas J Wadsworth**  
Business Development and Corporate Incentives Manager  
Governor's Office of Economic Development  
60 East South Temple, 3d Floor  
Salt Lake City, UT 84111

RE: For and in behalf of Project Kane

Thank you for contacting the City of South Jordan under the EDCUtah Project Kane process. The City is pleased to offer Project Kane, the "Company", a business expansion incentive. We feel that expanding a Company of this nature in South Jordan will be a valuable asset to the City. The high paying jobs being brought to the City will enhance our local economy through the increase in both daytime population and through the many employees, that we are confident will choose to locate in the City of South Jordan, once they see how much it has to offer.

The City's presented business expansion incentive is a cash incentive payment of \$15,000. This incentive offer is subject to the Company providing the City with a copy of a lease located within the City limits and receiving a Certificate of Occupancy from the City's Building Department for the expanded leased space. A check payable to the Company for the stated amount shall be provided by the City upon the completion of these terms. Should the Company choose to terminate this lease and relocate outside of the City of South Jordan, within five years of the origination date of the lease, a prorated amount shall be refunded back to the City within 30 days of the lease termination. If the Company chooses to accept this offer, please have them do so in writing. The City will then prepare an agreement for execution by both parties.

1600 WEST TOWNE CENTER DRIVE SOUTH JORDAN, UTAH 84095 WWW.SJC.UTAH.GOV

We look forward to expanding our relationship with the Company as a Corporate Citizen in the City of South Jordan and extend this sincere welcome to its new employees and customers.

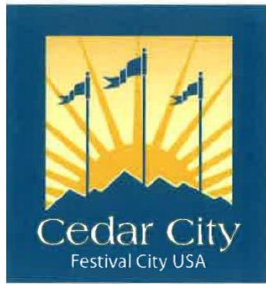
Sincerely,

Brian A. Preece  
Director of City Commerce

CC: File  
Gary Whatcott, City Manager  
Max Backlund, EDCU Business Development Manager

**MUELLER INDUSTRIES**  
ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF MUELLER INDUSTRIES  
AT N. 5300 WEST – ADJACENT FROM THE PORT 15 BUSINESS PARK, CEDAR CITY UTAH.

**MOTION:** APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR CEDAR CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF MUELLER INDUSTRIES AT N. 5300 WEST – ADJACENT FROM THE PORT 15 BUSINESS PARK, CEDAR CITY UTAH.



## Cedar City

10 North Main Street • Cedar City, UT 84720  
435-586-2950 • FAX 435-586-4362  
[www.cedarcity.org](http://www.cedarcity.org)

**Mayor**

Maile L. Wilson

**Council Members**

Ronald R. Adams  
Paul Cozzens  
Terri W. Hartley  
Craig E. Isom  
Fred C Rowley

**City Manager**

Paul Bittmenn

December 9, 2016

Theresa Foxley  
Deputy Director  
Utah Governor's Office of Economic Development

Dear Ms. Foxley,

I am writing to express Cedar City's support for Mueller Industries' consideration to expand their operations into a building in our community. We are excited for the prospect of Mueller coming to Cedar City to occupy a vacant building and to create valuable primary jobs. We are working with this company to put together a local incentive package.

The building under consideration was formerly used by Cerroflow Products LLC, which produced copper tubing here until late summer of 2012. When Cerroflow ceased operations, 65 local workers were laid off, creating a significant negative impact on our local economy.

Should Mueller Industries choose to locate their business here, it would mean up to 90 full-time positions by this time next year, and potentially an additional 25 jobs in 2018. This would be immensely helpful to Cedar City and Iron County in several ways. First, the creation of 115 new jobs in the next two years would greatly strengthen our local economy and help to raise the average income of our residents. Next, the reopening of this building would help revitalize the nearby Port 15 Utah business park. Finally, if Mueller should choose to locate here, there is potential that this company would consider constructing a second building to be used as a warehouse and distribution center for their other product lines, creating even more jobs and a substantial investment in our city.

Thus far, our dealings with Mueller Industries have been very positive. We view this company as a valuable community partner that would add much to our city and to the southwestern region of Utah. The jobs they would bring here would allow families that want to stay in Cedar City to be able to do so comfortably.

We encourage the Governor's Office of Economic Development to consider a state incentive that would enable this company to select our location over their other potential sites. We will work to create a local incentive package through tax increment financing and we will assist this company in any way we can to help them to be successful here.

Sincerely,

A handwritten signature in blue ink, appearing to read "D. B. Stewart".

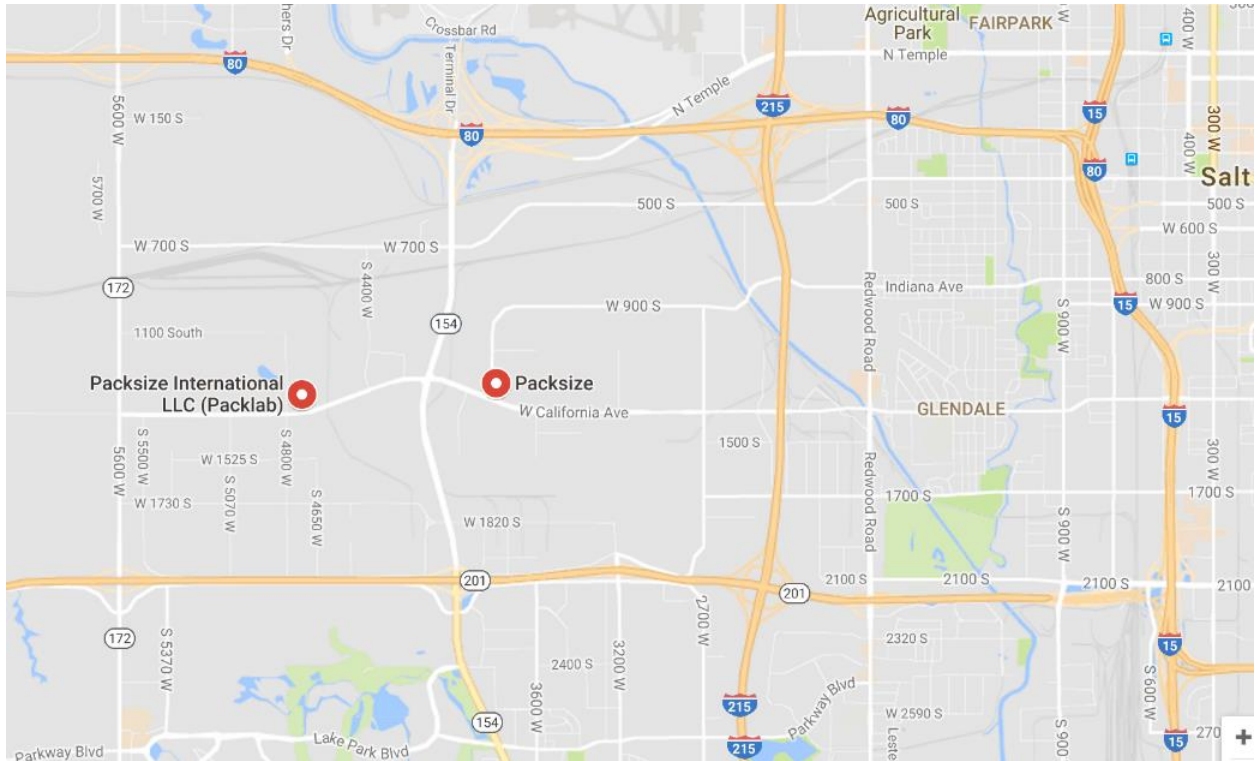
Daniel B. Stewart  
Director



## PACKSIZE

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF PACKSIZE AT 3760 COMMONS LN, SALT LAKE CITY, UT 84104

**MOTION:** APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR SALT LAKE CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF PACKSIZE AT 3760 COMMONS LN, SALT LAKE CITY, UT 84104





JACKIE BISKUPSKI  
MAYOR

DEPARTMENT of ECONOMIC DEVELOPMENT

LARA FRITTS  
DIRECTOR

December 13, 2016

Ms. Theresa Foxley

Deputy Director

Utah Governor's Office of Economic Development

60 E. South Temple, 3<sup>rd</sup> Floor

Salt Lake City, UT 84111

**RE: Project Boxer**

Dear Ms. Foxley,

Salt Lake City (SLC) is fully prepared to assist the Governor's Office of Economic Development (GOED) with Project Boxer. The SLC labor force consists of a highly educated, young working population with a strong work ethic, who are working to create livable communities. The below market wage rates and low business costs have attracted several expansion and relocation projects. There are also partnership opportunities with multiple locally based universities to identify potential interns and employees.

Along with a dynamic workforce and business focused climate, SLC is prepared to offer the following incentives for Project Boxer:

**SLC Economic Development Loan Fund** – Low interest loans are available for business operations or working capital.

**Industrial Revenue Bonds** – Industrial Revenue Bonds are available for certain operations (\$2.5 to \$15 million range) to encourage business relocation and expansion.

**Redevelopment Agency of SLC Programs** – The RDA administers investment and development programs focused on facilitating capital improvement projects in RDA project areas.

**Development Review Team (DRT) review** – SLC will provide at no cost a consolidated development review, which will greatly reduce construction and development costs.

**Expedited Permit Review** – The first plan review, including initial comments and construction document corrections, can be guaranteed within ten (10) business days of the date of application at a cost of two (2) times the standard review fee.

**LEED Expedited Review** – LEED certified buildings receive expedited review by the Salt Lake City Building Services department at no additional permitting cost.

SALT LAKE ARTS COUNCIL FOUNDATION  
REDEVELOPMENT AGENCY OF SALT LAKE  
DEPARTMENT OF ECONOMIC DEVELOPMENT

WWW.SALTLAKEARTS.ORG  
WWW.SLCGOV.COM

**Foreign Trade Zone #30**–Salt Lake City Corporation is the Grantee of Foreign Trade Zone #30 and is able to submit applications to the Foreign Trades Zones Board on behalf of potential Operators.

SLC may be able to assist a company with other relocation requirements depending on the nature of the request. We look forward to working with GOED and Project Boxer to facilitate their expansion to Salt Lake City.

Best regards,

A handwritten signature in blue ink, appearing to read "Peter Makowski".

Peter Makowski

Economic Development Manager

[peter.makowski@slcgov.com](mailto:peter.makowski@slcgov.com)

801-535-7159



## BIOMERICS

ESTABLISH AN ECONOMIC DEVELOPMENT ZONE FOR THE PURPOSE OF SUPPORTING THE EXPANSION OF BIOMERICS AT 2700 S 900 W, SALT LAKE CITY, UT 84119

**MOTION:** APPROVE THE CREATION OF AN ECONOMIC DEVELOPMENT ZONE FOR SALT LAKE CITY IN SUPPORT OF THEIR LETTER OF REQUEST DETAILING THE EXPANSION OF BIOMERICS AT 2700 S 900 W, SALT LAKE CITY, UT 84119





JACKIE BISKUPSKI  
MAYOR

DEPARTMENT of ECONOMIC DEVELOPMENT

LARA FRITTS  
DIRECTOR

March 3, 2017

Thomas Wadsworth  
Business Development and Corporate Incentives Manager  
Utah Governor's Office of Economic Development  
60 E. South Temple, 3<sup>rd</sup> Floor  
Salt Lake City, UT 84111

**RE: Project Kansas**

Dear Mr. Wadsworth,

Salt Lake City (SLC) is fully prepared to assist the Governor's Office of Economic Development (GOED) with Project Kansas. The SLC labor force consists of a highly educated, young working population with a strong work ethic, who are working to create livable communities. The below market wage rates and low business costs have attracted several expansion and relocation projects. There are also partnership opportunities with multiple locally based universities to identify potential interns and employees.

Along with a dynamic workforce and business focused climate, SLC is prepared to offer the following incentives for Project Kansas:

**SLC Economic Development Loan Fund** – Low interest loans are available for business operations or working capital.

**Industrial Revenue Bonds** – Industrial Revenue Bonds are available for certain operations (\$2.5 to \$15 million range) to encourage business relocation and expansion.

**Development Review Team (DRT) review** – SLC will provide at no cost a consolidated development review, which will greatly reduce construction and development costs.

**Building Services Ombudsman Service** – Salt Lake City will provide Project Kansas with a dedicated, single point of contact to coordinate Project Kansas's permitting application to ensure deadlines are met.

**Expedited Permit Review** – The first plan review, including initial comments and construction document corrections, can be guaranteed within ten (10) business days of the date of application at a cost of two (2) times the standard review fee.

**LEED Expedited Review** – LEED certified buildings receive expedited review by the Salt Lake City Building Services department at no additional permitting cost.

SALT LAKE ARTS COUNCIL FOUNDATION  
REDEVELOPMENT AGENCY OF SALT LAKE  
DEPARTMENT OF ECONOMIC DEVELOPMENT

WWW.SALT.LAKEARTS.ORG  
WWW.SLCGOV.COM

**MOTION: Bob Frankenberg motioned to approve the ED Zones presented. Sue Johnson seconded the motion. The motion carried unanimously.**

## Film Incentives

### "However Long"

#### **Project Highlights**

• Category:	Independent Feature
• Genre:	Documentary
• Director:	Jenny Mackenzie
• Producer:	Jenny Mackenzie, Scott Thornton, Marissa Bernhard

#### **Utah Jobs and Revenue**

• Estimated Cast:	N/A
• Estimated Cast Average Salary:	N/A
• Estimated Crew:	4
• Estimated Crew Average Salary:	\$192
• Estimated Extras:	N/A
• Estimated Extras Average Salary:	N/A
• Length of Film Production:	40
• Estimated Spend:	\$272,000

#### Project Schedule

- |                          |  |
|--------------------------|--|
| • Prep:                  | August 10, 2016 through October 01, 2016 |
| • Principal Photography: | October 10, 2016 through June 01, 2018   |
| • Wrap:                  | June 01, 2018 through July 01, 2018      |
| • Post Production:       | June 01, 2018 through April 01, 2019     |

#### Proposed Motion:

Approve for Jenny Mackenzie Films, LLC a Community Film Incentive Program post-performance cash rebate up to \$54,400 (which represents 20% of dollars left in state) for the production of “However Long”.

- Incentive offer based on receipt of a complete CFIP application including a script and proof of financing
- At least 85% of the production’s cast/crew must be Utah residents and/or Utah students
- All minimum required criteria and requirements are met as specified on the CFIP rules and incentive contract
- Dollars left in state start date no earlier than 60 days prior to the original Governor’s Office of Economic Development Board of Directors approval

#### “Enchanted Christmas”

##### Project Highlights

- |             |                  |
|-------------|------------------|
| • Category: | Feature          |
| • Genre:    | Romantic Comedy  |
| • Director: | Terry Cunningham |
| • Producer  | Jarrold Philips  |

#### Utah Jobs and Revenue

- |                                    |           |
|------------------------------------|-----------|
| • Estimated Cast:                  | 8         |
| • Estimated Cast Average Salary:   | \$900     |
| • Estimated Crew:                  | 59        |
| • Estimated Crew Average Salary:   | \$250     |
| • Estimated Extras:                | 300       |
| • Estimated Extras Average Salary: | \$102     |
| • Length of Film Production:       | 15        |
| • Estimated Spend:                 | \$741,000 |

#### Project Schedule

- |                          |   |
|--------------------------|---|
| • Prep:                  | June 28, 2017 through July 19, 2017     |
| • Principal Photography: | July 19, 2017 through August 7, 2017    |
| • Wrap:                  | August 7, 2017 through August 31, 2017  |
| • Post Production        | August 8, 2017 through November 8, 2017 |

#### Proposed Motion:

Approve for Remnant Films LLC., a Motion Picture Incentive Program post-performance cash rebate of no more than \$148,200 (which represents 20% of dollars left in state) for the production of “Enchanted Christmas”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval

#### “Pupsicle”

##### Project Highlights

- |             |                         |
|-------------|-------------------------|
| • Category: | Television Series Pilot |
| • Genre:    | Family                  |
| • Director: | Linda Mendoza           |
| • Producer  | Richard G King          |

**Utah Jobs and Revenue**

• Estimated Cast:	2
• Estimated Cast Average Salary:	\$600
• Estimated Crew:	45
• Estimated Crew Average Salary:	\$350
• Estimated Extras:	30
• Estimated Extras Average Salary:	\$200
• Length of Film Production:	5
• Estimated Spend:	\$744,541

**Project Schedule**

• Prep:	July 5, 2017 through August 15, 2017
• Principal Photography:	August 16, 2017 through August 20, 2017
• Wrap:	August 21, 2017 through August 25, 2017
• Post Production	

**Proposed Motion:**

Approve for GHS Productions, Inc., a Motion Picture Incentive Program post-performance cash rebate of no more than \$148,908.20 (which represents 20% of dollars left in state) for the production of “Pupsicle”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval

**“Youth & Consequence”****Project Highlights**

• Category:	Series
• Genre:	Comedy
• Director:	Wendy Stanzier
• Producer	Nicole Colombie

**Utah Jobs and Revenue**

• Estimated Cast:	14
• Estimated Cast Average Salary:	\$1200
• Estimated Crew:	139
• Estimated Crew Average Salary:	\$361
• Estimated Extras:	161
• Estimated Extras Average Salary:	\$257
• Length of Film Production:	10
• Estimated Spend:	\$1,455,615.75

**Project Schedule**

• Prep:	August 06, 2017 through August 11, 2017
• Principal Photography:	August 14, 2017 through August 25, 2017
• Wrap:	August 28, 2017 through September 07, 2017
• Post Production	September 08, 2017 through January 03, 2018

**Proposed Motion:**

Approve for Y and C Productions Inc, a Motion Picture Incentive Program post-performance cash rebate of no more than \$291,123.15(which represents 20% of dollars left in state) or no more than \$363,903.94 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “Youth & Consequences”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state

- Dollars left in state start date no earlier than 60 days prior to the Governor's Office of Economic Development Board of Directors approval
- Y and C Productions Inc. may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor's Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. At least 75% of the production's cast/crew must be Utah residents and/or Utah students, or 75% of the production's Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$363,903.94 (25% of the dollars left in state).

**"Yellowstone"**

**Project Highlights**

- |             |                   |
|-------------|-------------------|
| • Category: | Television Series |
| • Genre:    | Drama             |
| • Director: | Taylor Sheridan   |
| • Producer  | John Vohlers      |

**Utah Jobs and Revenue**

- |                                    |              |
|------------------------------------|--------------|
| • Estimated Cast:                  | 140          |
| • Estimated Cast Average Salary:   | \$980        |
| • Estimated Crew:                  | 183          |
| • Estimated Crew Average Salary:   | \$350        |
| • Estimated Extras:                | 2400         |
| • Estimated Extras Average Salary: | \$110        |
| • Length of Film Production:       | 80           |
| • Estimated Spend:                 | \$28,463,840 |

**Project Schedule**

- |                          |  |
|--------------------------|--|
| • Prep:                  | June 5, 2017 through August 7, 2017        |
| • Principal Photography: | August 8, 2017 through December 14, 2017   |
| • Wrap:                  | December 15, 2017 through January 20, 2018 |
| • Post Production        | December 16, 2017 through March 1, 2018    |

**Proposed Motion:**

Approve for Fire and Ice Productions, Inc, a Motion Picture Incentive Program post-performance tax credit of no more than \$5,692,768 (which represents 20% of dollars left in state) or no more than \$7,115,960 if additional criteria are satisfied and if the funds are available (which represents 25% of the dollars left in state) for the production of "Yellowstone".

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 60 days prior to the Governor's Office of Economic Development Board of Directors approval
- Fire and Ice Productions Inc may be eligible for up to an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor's Office of Economic Development and the Utah Film Commission, if the funds are available at the time of the verification, including a \$1,000,000 minimum dollars left in state. At least 75% of the production's cast/crew must be Utah residents and/or Utah students, or 75% of the production's Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$7,115,960 (25% of the dollars left in state).

**"Hereditary" Amendment**

**Project Highlights**

- |             |                     |
|-------------|---------------------|
| • Category: | Independent Feature |
| • Genre:    | Drama/Thriller      |
| • Director: | Ari Aster           |

- Producer Kevin Frakes, Michael Bederman, Buddy Patrick

**Utah Jobs and Revenue**

- Estimated Cast: 19
- Estimated Cast Average Salary: \$550
- Estimated Crew: 92
- Estimated Crew Average Salary: \$250
- Estimated Extras: 250
- Estimated Extras Average Salary: \$150
- Length of Film Production: 30
- Estimated Spend: \$3,416,876

**Project Schedule**

- Prep: April 10, 2017 through May 19, 2017
- Principal Photography: May 22, 2017 through June 30, 2017
- Wrap: July 3, 2017 through July 21, 2017
- Post Production: July 24, 2017 through November 17, 2017

**Proposed Motion:**

*This production was originally approved by the GOED Board February 9, 2017. The production company revised the Utah estimated spend from \$3,150,350 to \$3,416,876 and has requested the additional MPIP Incentive.*

Approve for Hereditary Film Productions LLC, a Motion Picture Incentive Program post-performance tax credit of no more than \$683,375 (which represents 20% of dollars left in state) or no more than \$854,219 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “Hereditary”.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$500,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state.
- Dollars left in state start date no earlier than 60 days prior to the original February 9, 2017 Governor’s Office of Economic Development Board of Directors approval.
- Hereditary Film Productions, LLC may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. At least 75% of the production’s cast/crew must be Utah residents and/or Utah students, or 75% of the production’s Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$854,219 (25% of the dollars left in state).

**MOTION: Bob Frankenberg motioned to approve all of the presented film incentives. Sue Johnson seconded the motion. The motion carried unanimously.**

**Rural Fast Track Grant Endorsements**

**Dax Welding**

The Rural Development office recommends a Rural Fast Track grant for Dax Welding which will enable them to expand their current manufacturing space and capability in their existing facility. The company expects to create two (2) new full time positions paying at least 110% of the county average wage. The total project cost is valued at two hundred thousand dollars (\$200,000)

**MOTION: Endorse a Rural Fast Track Grant for company in the amount of \$50,000.**

**Kerksiek Wood Design**

The Rural Development office recommends a Rural Fast Track grant for Kerksiek Wood Design which will enable them to add new equipment and additional capacity to meet increased product demand. The company expects to create two (2) new full time positions paying at least 110% of the county average wage. The total project cost is valued at one hundred fifteen thousand dollars (\$115,000)

**MOTION: Endorse a Rural Fast Track Grant for company in the amount of \$50,000.**



**MOTION: Annette Meier motioned to endorse the Rural Fast Track grants presented. Peter Mouskondis seconded the motion. The motion carried unanimously.**

**Rural Development End of Year Report**

Linda Gillmor, Office of Rural Development Director, provided an end-of-year report on the Rural Fast Track program. The total Rural Fast Track (RFT) grants awarded in Q4 in 2017 is 15 which resulted in 28 full time employees. The total public investment is \$748,267 and the total private investment is \$6,706,996. A total of ten counties received an RFT grant. The following industries were supported by the RFT program in Q4 of 2017: manufacturing, agriculture, construction, health services, veterinary services, propane distribution, and composites.

The total amount of RFT grants awarded in fiscal year 2017 is 46 with a total of 93 full time employees. The total public investment is \$2,074,983.33 and the total private investment is \$17,514,920.44. A total of 15 counties were recipients of a RFT grant in the 2017 fiscal year.

**EDC Utah Strategic Recruiting Plan**

Mike Flynn, COO of EDCUtah, shared EDCUtah's Strategic Recruiting Plan. The goal of the plan is to focus on supporting proven activities, develop innovative content, and create a strategy to become the most modern, data-driven economic development organization in the country. EDCUtah will target their marketing and events program by focusing on activities to keep Utah front of mind with site selectors and key industry decision makers. This Strategic Recruiting Plan seeks to incorporate several potential points of engagement with its members.

**GOED Update**

Val Hale, Executive Director, provided an update on upcoming events and departmental updates within GOED.

**Incentives Update**

Thomas Wadsworth, Director of Corporate Growth and Business Development, provided an update on the Incentives Program regarding new and existing projects.

**Meeting Adjourned**